

2014 NH Salt Symposium Salt Shaker Awards

At the 1st Annual New Hampshire Salt Symposium
Windham, NH ~ October 22, 2014

At the first annual Salt Symposium, three professionals in the snow and ice removal business were presented with Salt Shaker Awards by the NH Department of Environmental Services in recognition of their contributions to salt reduction and the salt applicator industry. The awardees truly are “movers and shakers” in the salt business. Senate President Chuck Morse presented the awards and the recipients were:

1. **The Salt of the Earth Award** – for the salt professional who best exemplifies a workingman’s approach to salt reduction – **Eric Brand** of P&L Landscaping.

Recognizing that attention to detail and providing outstanding service are keys to successful winter maintenance, this award acknowledges that Eric understands the value of developing and sticking to standard practices, training staff on these practices, and keeping accurate records of their work. Eric manages a fleet of 16 trucks he operators during any given winter storm and was one of the first to complete the UNH T2 Green SnowPro training program. Recognizing the value of a certification program, he provided concise testimony to the NH Legislature as they debated the merits of a state certification program, which was a significant contribution to its passage.



Senator Chuck Morse
presenting “Salt of the Earth”
Award to Eric Brand

Eric has owned his business for 25 years, is an active member of the Nashua Area Home Builders and Remodelers Association and the Nashua and Merrimack Chambers of Commerce. He is the immediate past president of the Merrimack Chamber of Commerce. P&L Landscaping is ranked by Snow Magazine in the Top 100 Snow Plow Contractors nationally.

2. **The Shaken, not Stirred Award** – for the James Bond of the salt profession, exemplifying a fearless, confident approach to salt reduction – Director of Business Development for Piscataqua Landscaping, **Justin Gamester**.

This award recognizes that it’s not easy to try something new in a highly competitive industry where people’s safety is a direct result of your work. Named after one of James Bond’s catch phrases, this

award not only recognizes the fearlessness and confidence of Justin, but also his willingness to share his knowledge with others. Justin stays on the forefront of the industry as an active member of the Board of Directors of the Snow and Ice Management Association. A SIMA Certified Snow Professional since 2004, he has been active in mentoring other snow professionals and in speaking at educational programs – including today's Symposium.



Senator Chuck Morse presenting
“Shaken, not Stirred” Award to Justin
GamesterGamester

Justin has been an active proponent of the use of liquids in winter maintenance and assisted the UNH Stormwater Center in understanding the winter maintenance challenges posed by porous pavement.

3. The Salt-n-Peppa Award – for the salt professional exemplifying the best blending of stakeholders in a salt reduction stew – **Alan Cote**, Town of Derry’s Superintendent of Operations.

This award recognizes an individual who has provided outstanding leadership in addressing salt reduction. Addressing private sector salt reduction in a comprehensive way is relatively new to NHDES and UNH. When DES began working on this issue in 2006 in the I-93 corridor, including the area just outside our door here at Castleton, staff recognized early on that it would take a collaborative effort among state, municipal, and private salt applicators to make progress.



Senator Chuck Morse
presenting “Salt-n-Peppa”
Award to Allan Cote

Alan really stands out in this regard. In the early days, he frequently asked a lot of tough questions, keeping everyone on our toes and making sure that DES had good reasons to ask what they were asking him to do. Over time, he became one of the reasons the salt reduction program partners have had success so far. Alan reached out to private applicators in his town, to other towns, and to legislators – in fact, he found one of the sponsors of the salt applicator certification bill. He hosted many work group meetings in the I-93 corridor focused on salt reduction. Alan helped produce a half-hour cable access program on salt reduction that has been viewed by thousands of people. He is made substantial improvements in his own operations, resulting in significant decreases in salt use.